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Michael Wilkes
Director of Technology
Geneva School District 304

To: Dr. Kent Mutchler
From: Michael Wilkes
Date: April 24, 2017
Re: Network Infrastructure Components – UPS / Battery Backup

Please submit this recommendation for purchase to the BOE for the April 24, 2017 meeting.

I am recommending the purchase of 59 APC uninterruptable power supplies (UPS), 21 APC battery expansion packs, and 59 APC environmental sensors. This equipment will be used to provide secondary power to key network equipment, such as switches supporting the wired/wireless network and phone system, throughout the District. These battery backup components will allow for connected equipment to remain powered in the event of a power failure. This temporary power will allow for core services to remain operational for a limited amount of time, dependent upon load/use. It is estimated that this equipment will provide a run time between 30 and 90 minutes in most locations. In each of the installed locations an environmental sensor will be attached to the UPS to provide monitoring of temperature and humidity levels. This information will assist with the identification of potential problems before equipment failure occurs.

The equipment being sought will help keep power failures, especially those which are very short, from impacting the use of network resources by students and staff. Funding support will be requested through the E-Rate program to help offset the cost of the UPS and batteries. To this end, the District followed the E-Rate procurement process to receive competitive bids on the equipment being requested. Because of this process, eight bids were received. Through an evaluation, the result of which is below, with the Board's approval I recommend that the purchase be awarded to CDW-G.

The following table details the total cost of the equipment. This purchase consists of equipment only as the installation and configuration will be performed by District Technology staff.

Provider	Associated Cost
CDW-G	\$76,135.27
Total Request for Purchase – April 24, 2017	\$76,135.27

Should the request for E-Rate support be approved by the FCC/USAC, the District estimates a reimbursement during the 2017-18 school year of approximately \$27,951.

Payment for this equipment will span 16-17 and 17-18 capital and would be split evenly between the years. The 16-17 capital being used for this purchase was identified in the capital plan for phone system upgrades. The remaining funds were identified as part of the approved 2017-18 capital plan.

Please note: A couple of respondents bid an alternative solution using Tripp Lite equipment. After review and consideration of these products it appears the Tripp Lite equipment includes half of the number of batteries that the APC equipment includes. Run time estimates from Tripp Lite show half the run time that the APC equipment will provide. Effectively, this alternative is not a full equivalent of the APC product.

APC Run Time:

http://www.apc.com/products/runtimegraph/runtime_graph.cfm?base_sku=SUM1500RMXL2U&chartSize=large

Tripp Lite Run Time: [https://www.tripplite.com/shared/techdoc/Runtime-Chart/SMART1500CRMXL-
Runtime-Chart-EN.pdf](https://www.tripplite.com/shared/techdoc/Runtime-Chart/SMART1500CRMXL-
Runtime-Chart-EN.pdf)

Bid & Evaluation Summary

Bid Received On	Bid By	Brand	Part #	Qty	Cost Per Item	Total Bid	Total Vendor Bid
3/16/2017	Paragon Development Systems, Inc.	APC	SUM1500RMXL2U	59	\$ 1,092.54	\$ 64,459.86	\$ 64,459.86
3/20/2017	CDW-G	APC	SUM48RMXLBP2U	21	\$ 616.18	\$ 12,939.78	
		APC	SUM1500RMXL2U	59	\$ 965.08	\$ 56,939.72	
		APC	AP9335TH	59	\$ 106.03	\$ 6,255.77	\$ 76,135.27
3/27/2017	DSN Group Inc	APC	SUM1500RMXL2U	59	\$ 1,201.11	\$ 70,865.49	
		APC	AP9335TH	59	\$ 115.56	\$ 6,818.04	
		APC	SUM48RMXLBP2U	21	\$ 840.00	\$ 17,640.00	\$ 95,323.53
3/27/2017	DSN Group Inc	Tripp Lite	Alt SUM1500RMXL2U	59	\$ 741.93	\$ 43,773.87	
		Tripp Lite	Alt AP9335TH	59	\$ 78.84	\$ 4,651.56	
		Tripp Lite	Alt SUM48RMXLBP2U	21	\$ 592.29	\$ 12,438.09	
		Tripp Lite	Network Card	59	\$ 18.01	\$ 1,062.59	
		Tripp Lite	PDU	59	\$ 150.19	\$ 8,861.21	\$ 70,787.32
3/31/2017	CDI Computer Dealers Inc	APC	SUM1500RMXL2U	59	\$ 1,178.00	\$ 69,502.00	
		APC	AP9335TH	59	\$ 112.00	\$ 6,608.00	
		APC	SUM48RMXLBP2U	21	\$ 779.00	\$ 16,359.00	\$ 92,469.00
		APC	3 Yr Warranty-WBXTWAR3YR-SP-03	80	\$ 165.00	\$ 13,200.00	\$ 13,200.00
4/3/2017	Heartland Business Systems	APC	SUM1500RMXL2U	59	\$ 1,134.00	\$ 66,906.00	
		APC	AP9335TH	59	\$ 109.80	\$ 6,478.20	
		APC	SUM48RMXLBP2U	21	\$ 741.00	\$ 15,561.00	\$ 88,945.20
		APC	3 Yr Warranty-WBXTWAR3YR-SP-03	59	\$ 191.54	\$ 11,300.86	\$ 11,300.86
4/3/2017	Heartland Business Systems	Tripp Lite	Alt SUM1500RMXL2U	59	\$ 695.50	\$ 41,034.50	
		Tripp Lite	Alt AP9335TH	59	\$ 81.00	\$ 4,779.00	
		Tripp Lite	Alt SUM48RMXLBP2U	21	\$ 540.00	\$ 11,340.00	
		Tripp Lite	Network Card	59	\$ 8.00	\$ 472.00	\$ 57,625.50
4/30/2017	Heartland Business Systems	Tripp Lite w/ PDU	Alt SUM1500RMXL2U	59	\$ 695.70	\$ 41,046.30	
		Tripp Lite	Alt AP9335TH	59	\$ 81.00	\$ 4,779.00	
		Tripp Lite	Alt SUM48RMXLBP2U	21	\$ 540.00	\$ 11,340.00	
		Tripp Lite	Network Card	59	\$ 8.00	\$ 472.00	
		Tripp Lite	PDU	59	\$ 139.50	\$ 8,230.50	\$ 65,867.80

Factor	Points Available	PDS	Evaluation Matrix							
			CDW-G	DSN Group - APC	DSN Group - TL no PDU	DSN Group - TL w PDU	CDI Comp.	HBS - APC	HBS - TL no PDU	HBS - TL w PDU
Price of Eligible products and services	40	30	35	0	35	35	10	20	40	35
Compatibility with existing equipment	30	30	30	30	15	15	30	30	15	15
Price of ineligible products, services, and fees	20	0	15	0	10	10	5	10	20	15
Prior experience with vendor	5	5	5	0	0	0	0	5	5	5
Completeness of bid/specifications	5	0	5	5	3	3	5	5	3	3
Total Score	100	65	90	35	63	63	50	70	83	73